

CLAIMS

Having thus described our invention, what we claim as new and desire to secure by Letters Patent is as follows:

- 1 1. A method for the formation of dynamic alliances between vendors with
2 complementary capabilities to jointly pursue specific market opportunities
3 comprising the steps of:
4 receiving a request for proposal from a customer;
5 translating the request for proposal into demanded capabilities;
6 matching demanded capabilities with registered vendor capabilities to
7 generate a plurality of sets of vendors which meet the demanded capabilities;
8 selecting one or more coalition alternates from the generated plurality
9 sets of vendors; and
10 selecting a preferred coalition from the coalition alternatives to
11 respond to the request for proposal.
- 1 2. The method for formation of dynamic alliances between vendors recited in
2 claim 1, further comprising the step of dividing a received request for proposal
3 into a plurality of sub-requests for proposal.
- 1 3. A coalition formation process for the dynamic alliance between multiple
2 vendors in a marketplace comprising the steps of:
3 receiving a customer request for proposal;
4 gathering requirements needed to respond to the request for proposal;
5 analyzing the gathered requirements to determine capabilities required
6 to respond to the request for proposal;
7 comparing required capabilities to vendor capabilities stored in a
8 database;

- 9 - generating a shortlist of potential vendors;
- 10 inviting vendors on the shortlist to prepare a response to the request for
- 11 proposal;
- 12 assessing by each invited vendor the request for proposal requirements
- 13 and identifying additional capabilities required;
- 14 decomposing by an invited vendor the request for proposal into a
- 15 plurality of sub-request for proposals, the invited vendor becoming a customer
- 16 submitting the sub-request for proposals;
- 17 gathering requirements needed to respond to the sub-request for
- 18 proposals;
- 19 analyzing the gathered requirements to determine capabilities required
- 20 to respond to the sub-request for proposals;
- 21 comparing required capabilities to vendor capabilities stored in a
- 22 database;
- 23 generating a shortlist of potential vendors to respond to the sub-request
- 24 for proposals;
- 25 inviting vendors on the shortlist to prepare a response to the sub-
- 26 request for proposals;
- 27 assessing by the vendor submitting the sub-request for proposals
- 28 received from vendors;
- 29 forming a coalition of vendors responding to the sub-request for
- 30 proposals; and
- 31 presenting a proposal to the customer.

- 1 4. A system for the formation of dynamic alliances between vendors with
- 2 complementary capabilities to jointly pursue specific market opportunities
- 3 comprising:
- 4 means for receiving a request for proposal from a customer;
- 5 means for translating the request for proposal into demanded

6 capabilities;
 7 a database storing registered vendor capabilities;
 8 means for accessing said database and matching demanded capabilities
 9 with registered vendor capabilities to generate a plurality of sets of vendors
 10 which meet the demanded capabilities;
 11 means for selecting one or more coalition alternates from the generated
 12 plurality sets of vendors; and
 13 means for selecting a preferred coalition from the coalition alternatives
 14 to respond to the request for proposal.

1 5. A system for representation of a coalition structure formed through a
 2 process of cascading requests for proposals across multiple tiers of vendors,
 3 the system including a database for storing vendor capabilities and means for
 4 matching demanded capabilities with vendor capabilities to select coalition
 5 members from vendors in the database and form the coalition structure, the
 6 coalition structure being a coalition of selected vendors.

1 6. The system recited in claim 5, further comprising means for establishing
 2 access control privileges to coalition members of the coalition structure, the
 3 access control privileges applying to sharing of common resources and
 4 services available to the coalition.

1 7. The system recited in claim 5, wherein the means for selecting selects
 2 members from vendors in the database and from coalitions formed by vendors
 3 in the database with other vendors not in the database.

1 8. The system recited in claim 5, further comprising means for providing
 2 common services to coalition members.